

Better Buildings Residential Network Peer Exchange Call Series

Low Income, Market Rate Residential Efficiency: Reaching the Hard to Reach

May 13, 2021



Agenda and Ground Rules

- Agenda Review and Ground Rules
- Opening Poll
- Residential Network Overview and Upcoming Call Schedule
- Featured Speakers
 - Amanda Formica, Analyst, National Grid
 - Michael Rossacci, Program Manager, National Grid
 - Michael Walton, Executive Director, green|spaces
 - Raymond Nevo, State Policy & Equity Manager, National Housing Trust
- Open Discussion
- Closing Poll and Announcements

Ground Rules:

- Sales of services and commercial messages are not appropriate during Peer Exchange Calls.
- 2. Calls are a safe place for discussion; **please do not attribute information to individuals** on the call.

The views expressed by speakers are their own, and do not reflect those of the Dept. of Energy.





Better Buildings Residential Network

Join the Network

Member Benefits:

- Recognition in media and publications
- Speaking opportunities
- Updates on latest trends
- Voluntary member initiatives
- One-on-One brainstorming conversations

Commitment:

Members only need to provide *one number*: their organization's number of residential energy upgrades per year, or equivalent.

Upcoming Calls (2nd & 4th Thursdays):

- May 27: Decarbonization and Residential Buildings
- Jun 10: Environmental Justice and Residential Energy Efficiency
- Jun 24: Residential Energy Efficiency and Jobs: The State of the COVID
 Recovery

Peer Exchange Call summaries are posted on the Better Buildings website a few weeks after the call

For more information or to join, for no cost, email <u>bbresidentialnetwork@ee.doe.gov</u>, or go to <u>energy.gov/eere/bbrn</u> & click Join









Amanda Formica & Michael Rossacci National Grid





Amanda Formica and Michael Rossacci May 13, 2021



nationalgrid

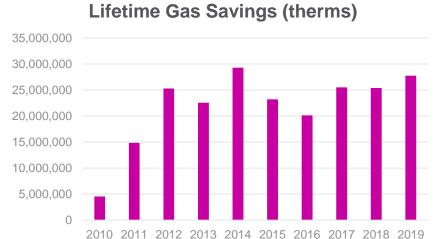
MA Green Communities Act of 2008

- Formally establishes gas and electric energy efficiency programs
- At least 10% of electric program spend and 20% of gas program spend must be on programs for income eligible customers
- Requires that income eligible programs be consistent statewide and implemented through "the low-income weatherization and fuel assistance network"
- Programs must be cost effective, and all cost effective energy efficiency technologies should be offered

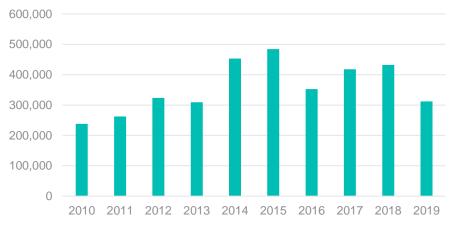


State law sets a strong foundation for successful, cost effective income eligible programs with robust budgets.

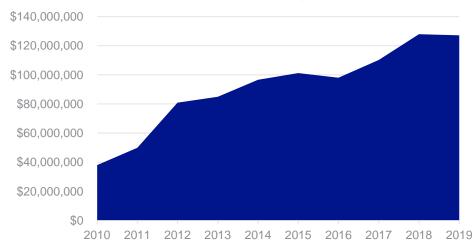
Program Growth



Lifetime Electric Savings (MWh)



Annual Total Income Eligible Spend



All data reflects
National Grid
MA income
eligible
programs only

Leveraged Funding

For customers who receive Fuel Assistance, additional funding is available toward heating systems and weatherization

- Helps enable more comprehensive measures, including health and safety upgrades.
- Reduces the cost per kilowatt or therm
- Helps minimize bill impacts
- Allows a greater number of customers to be served

COLD RELIEF



Division of Community Services, Department of Housing and Community Development

What You Need To Know

All eligible homeowners and renters, including households whose cost of heat is included in the rent, can apply at a LIHEAP agency in their area — visit www.mass.gov/hed/fuel for the listing!

Eligibility is based on a number of factors including but not limited to household size and the gross annual income of every household member 18 years of age or older.

Household income cannot exceed 60% of estimated State Median Income. You will be provided more information on the application process when you contact your local LIHEAP agency.

Call the DHCD Heatline

1-800-632-8175

"On behalf of Governor Charlie Baker and Lieutenant Governor Karyn Polito, the Department of Housing and Community Development proudly continues to provide eligible individuals and families with home heating assistance and energy services throughout the Commonwealth."

Jennifer Maddox

Undersecretary, DHCD

Find Someone to Help You in Your City/Town www.mass.gov/hed/fuel



Energy Assistance Programs

- FUEL ASSISTANCE LIHEAP helps pay a portion of eligible households' home heating bill during the winter season.
- HEARTWAP a year round program that serves LIHEAP eligible households with heating system repair, replacement and maintenance services.
- Weatherization Assistance Program a year round program that serves LIHEAP eligible households with air sealing, attic/sidewall insulation, weather-stripping and weatherization related repairs.

National Grid 8

Coalition Built, Consensus Driven Model



Coalition model supports collaboration, communication, and alignment for new measures and continuous improvement.

Income Eligible Delivery Model



Program implemented through the Low Income Energy Affordability Network (LEAN) a network of 23 Community Action Agencies

Action Inc. serves as lead vendor for National Grid

CAP agencies are deeply embedded in their communities and enable residents to receive wrap around support in addition to energy services.

National Grid

Locating Income Eligible Customers

- CAP agency fuel assistance programs
- Data share with MA Department of Transitional Assistance to automatically add residents to electric and gas utility discount rates
- Regular communication with Local Housing Authorities and Community Development Corporations

- Utility customer service centers
- Referrals from PA market rate programs and contractors
- Referrals from delivered fuel heating providers
- Outreach to Councils on Aging, veterans groups, food pantries, houses of worship, and other local programs

Social benefit programs → utility discount rate → EE services

Multilingual Outreach



Brindar asistencia energética a los residentes de Massachusetts con ingresos elegibles

Hay varios programas disponibles para ayudar a los residentes con ingresos elegibles a administrar los costos de energia.



ASISTENCIA PARA COMBUSTIBLE

El programa de Asistencia para Combustible, o LIHEAP (Programa de Asistancia de Energia para Hogano de Bajos. Ingresox), ayuda a pagar su factura de calefacción principal. Ya sea que sea propiatario de su casa o la algulla, el LIHEAP realiza pagos directos a su proveedor de servicios de catefacción o combustible. Esto incluve electricidad, pas natural, petroleo propano, querosano o madera.

Pera calificar para el LIHEAP/Asistencia para Combustible, debe ser residente de Massachusetts y los incresos anuales brutos antes de impuestos de su hogar deben ser iguales o inferiores a las cantidades que semussifeen en el exastre a continuación.

Data obtainer may información sobre al LINEAD visite mass.gov/home-emergy-assistance-programs o Sums at 800-632-8175

CANTIDADES DE ELEGIBILIDAD DE INGRESOS 2021

EN EL HOGAR	INSPESO FAMILIAN ANUAL
-1	Funta \$39,105
2	haste \$51,137
3	heate \$63,169
4	heste \$75,301
5	hasta \$87,233
6	hasta \$99,265
7	hasta \$100,521
-8:	hinta \$103,777
9	hasta \$108,033

TARIFAS CON DESCUENTO PARA ELECTRICIDAD Y GAS NATURAL

Todos los servicios públicos de ges natural y electricidad de Massachusetts regulados por el estado ofrecen una tasa de descuento residencial. Los hoganes que participan en el LIHEAP están inscritos automáticamente pero la elegibilidad tembién está disponible para equellos our reciben to signaente.

- · Asistencia Temporal para Familias Necesitadas (TANF).
- Ayuda de Emergencia para Ancianos, Discapacitados y Niños (EAEDC)
- Progrema de Asistencia Nutricional Suplementeria (SNAP)/cupones de alimentos.
- + Massiduality
- Programa de Nutrición para Mujeres, Infantes y Niños
- Viviende públice.
- Otros programas de beneficios públicos sujetos a verificación de recursos.

Pera solicitar la tasa de descuento, comuniquese con su servicio público local por teléfono o visite su sitio web.

PLANES DE PAGO Y PROGRAMAS DE CONDONACIÓN

Los servicios públicos trabajerán con usted para distribuir los pagos de las porciones vencidas de su factura. También ofrecen un programa de condonación en el que los saldos. vencidos pueden perdonarse si puede realizar pagos del presupuesto e tiempo. Pere inscribirse, por favor comuniquese directamente con su empresa de servicios públicos.

能效和房屋节能改造

Mass Savel® 預助商可提供免费家庭能源评估。 程助您确定节始机会、降低公用事业费用。为您 報稿。此外,还可以在评估期间为您安装 LED 节 能灯泡、小流量淋浴头和水龙头起彩圈。

如果您现有的家电可正常工作但效率低下。还可 CLARGING PR. 600

- 冰柜
- 餘澤机 + 窗式空間
- · 加热取服系统。
- 家用热水器 可能時份温器
- (成斯伯姆特) + 前置式洗衣机

其他免费股务还可能包括阅修和培受保護、挡风泉 10万-金融率46

无论您家使用电、天然气、石油、同烷、煤油还能 木材加热取暖,都可以享受这些服务。无论您是原 主 租户还是含有 1 至 4 个单元的模仿(其中至少 有一平的单元其租户批符合收入标准) 原东。都可 以重要技术服务。

了解更多信息或申请这项服务。请联系当地社区行 近十世所构、重挥社区行动计划机构、调致电 866-537-7267 成功行 MassSave.com/eligible,

如果您是含有五个及以上单元的被用房际、井园其 中至少有 50% 的往户符合收入标准、调款电 617-348-6425、成访问 leanmultifamily.org

其他援助和保护

的**的"似态保护"** 除于因末在 11 月 15 日之前他居在关怀。否则天然气和他力会 现在 11 月 15 日赋 3 月 15 日勤的不会终止这种每期相关期势

老环人——如果成年家庭成员年宴 65 岁(色),到不会将止天 然气和电力快点,无需获得公共事业部门的许可。

作改公用事业客户——如果您的电力或天然气服务由市政公用事业公司服务,请访问 munHELPS.org 了解更多关于做效服务的

了解更多信息,请联系当地天然气和/城市力公司。

其他加热取暖来源

以为您的公用事业账单提供一次性援助。 了解更多信息,请访师 efsp.unitedway.org

系当地形世界,或形形 800-334-3047 (成 800-262-1320)

METER MASS SAVE





EVERSURCE



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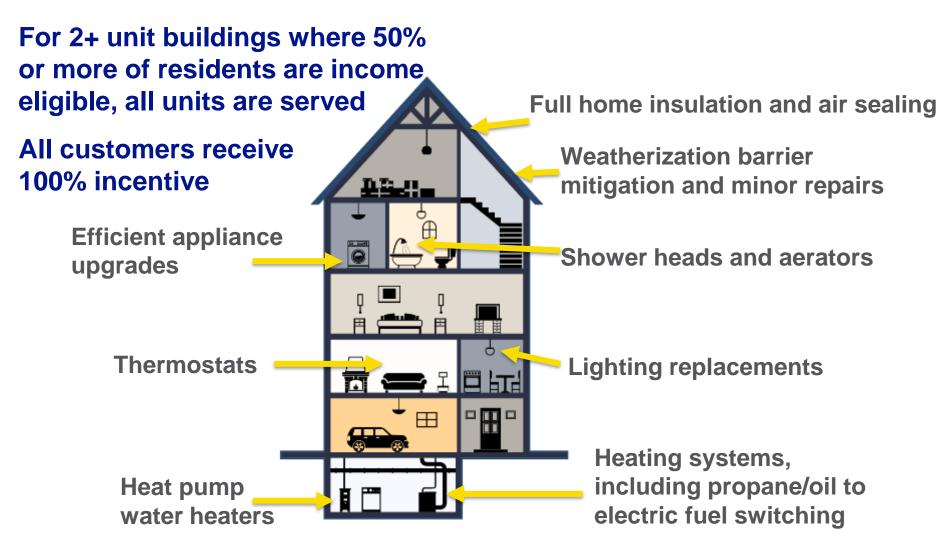




Program information available in 12 languages, with CAP staff reflecting the communities they serve.

National Grid 12

Program Offerings



Customer Journey



Customer gets on discount rate, LIHEAP, or other service and is referred to Energy Services

Past service check is completed, electric and/or weatherization assessment scheduled

Energy assessment completed, work scope is designed, and auditor coordinates scheduling of all work to be completed: heating, weatherization, appliances

Installation is completed by pre-screened contractors, with CAP agency acting as general contractor

100% quality control and third party inspection

Income Eligible Trends for 2022-2024



More delivered fuel to electric switching and increased heat pump goals paired with weatherization in income eligible



Focused effort to improve multilingual and multicultural marketing and customer journey steps for Spanish and Portuguese speaking customers



incentives for mod income customers and renters, paired with weatherization Enhanced incentives for weatherization barrier mitigation

Enhanced HVAC



Partnerships with more Environmental Justice communities Participatory research and social based marketing



development
Supplier diversity
Partner with MA
Clean Energy
Center

More Information

Get in touch

- Amanda.Formica@nationalgrid.com
- Michael.Rossacci@nationalgrid.com

Program information

- Program Details: <u>www.MassSave.com/incomeeligible</u>
- Program Data: <u>www.MassSaveData.com</u>

National Grid

nationalgrid



Michael Walton green/spaces





Sustainability made simple.



We help people take practical, effective, and affordable steps to improve their environmental, economic, and social outcomes

At work...



green|light Business Certification



green|leader Professional Certificate



Good Use Nonprofit Energy Upgrades

building...



Zero Energy Homes



Build it Green Leadership & Workforce Development

home...





Empower Outreach and Workshops



Integrated Community Sustainability Plan



Sponsoring
EPB/TVA Home
Energy Upgrade



Green Prix



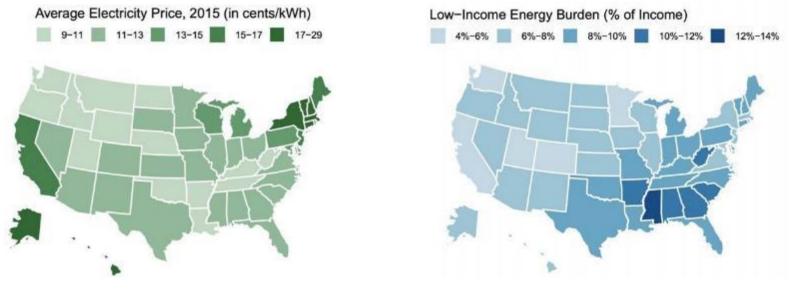
Green and Healthy Homes Asthma Program

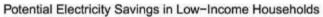


Hot and Getting Hotter

The top 25 hottest and fastest-warming cities











THE SPLIT INCENTIVE PROBLEM

Most naturally occurring affordable housing in Chattanooga is single family. Most homes in low-income neighborhoods were built before 1940 when electricity was virtually free. They often have little or no insulation or air sealing and often have electric resistance heat. The majority of homes are rental because mortgages were not available for decades.







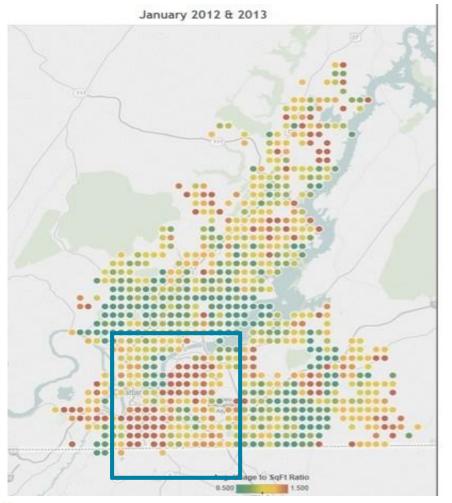


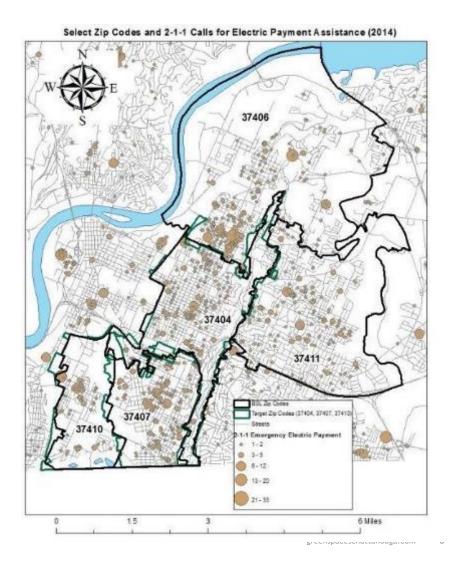


Renters in Chattanooga almost always pay utilities directly, especially in single family homes which are approximately 2/3rds of the housing stock.

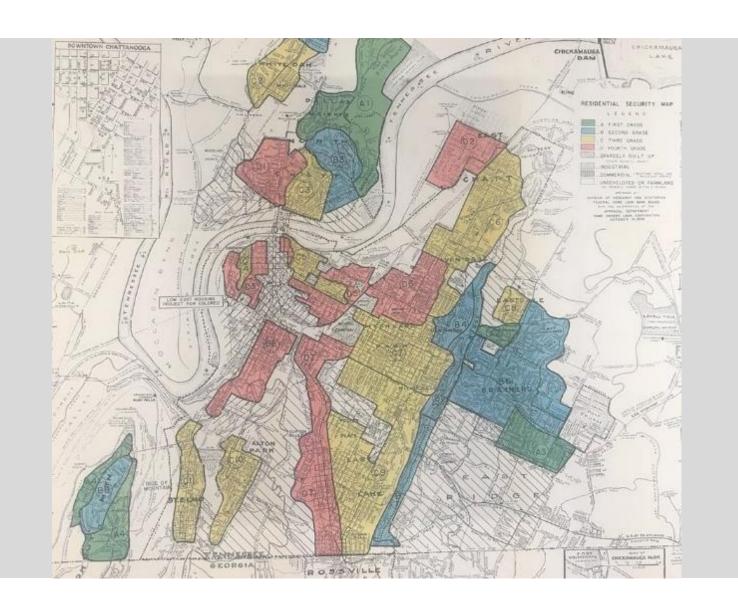


Because most landlords don't pay utility bills, investments in efficiency do not have a direct return on that investment.

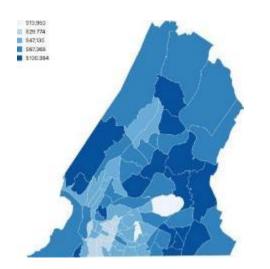




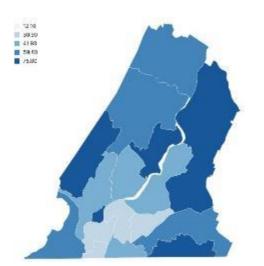




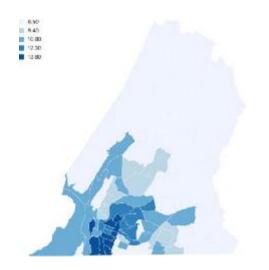
Median Household Income (2016)



8th Grade Reading Achievement (2016)

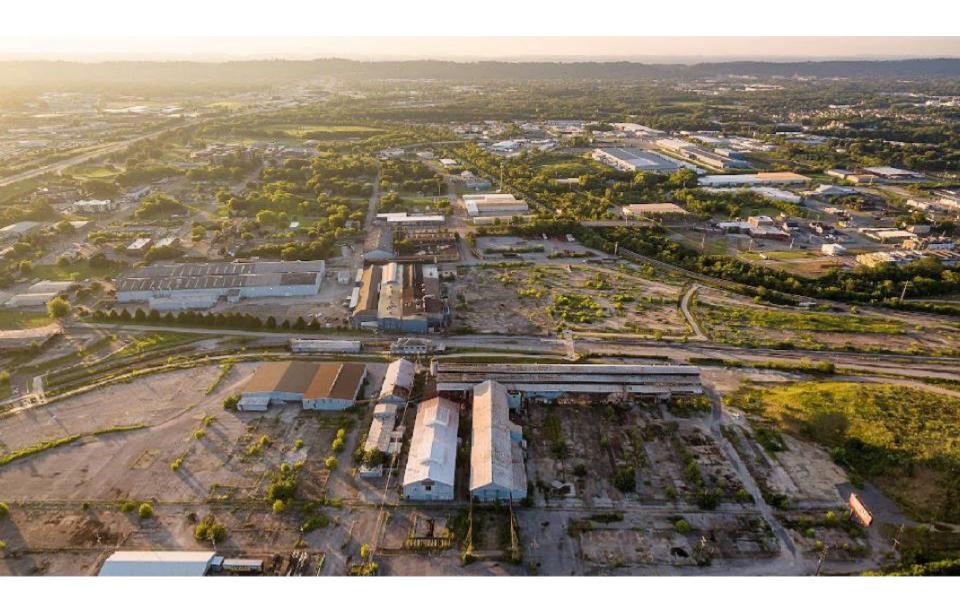


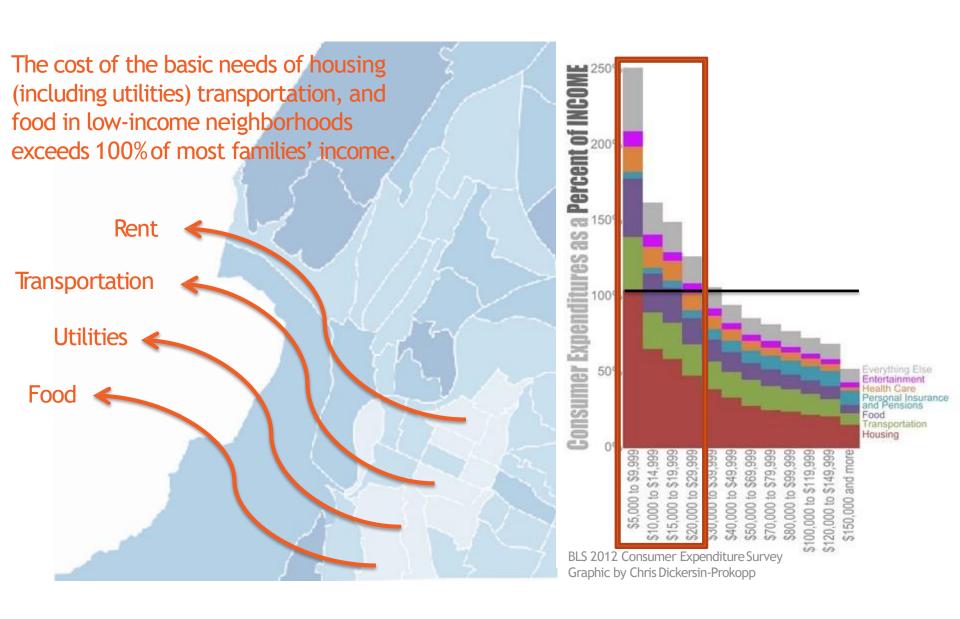
Asthma Rates (2015)











What we have in Chattanooga:

Chattanooga Housing Authority Renter (~4000 Units)

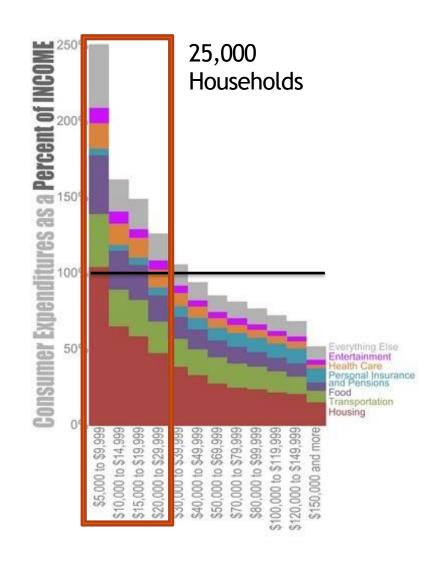
- CHA-owned properties include utilities but charge overages if they exceed a setamount
- Housing Choice Voucher unitstechnically have to meet standards but enforcement is limited

Open Market Renter

- LIHEAP and other direct assistance (\$4M / year)
- Weatherization Assistance Program
- No efficiency requirements through code

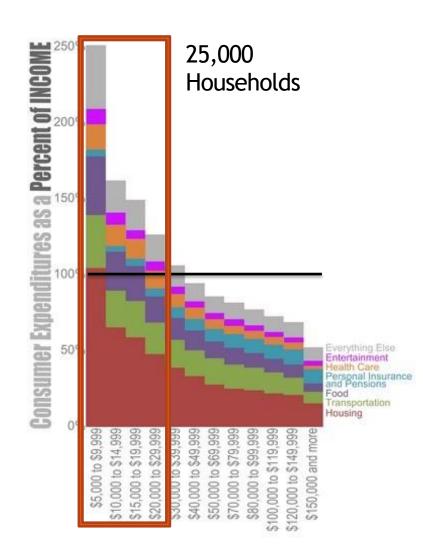
Homeowner

- EPB/TVA Home Uplift
- Weatherization Assistance Program
- Habitat for Humanity (Energy Star CertifiedHomes)



What we're working on:

- Empower Workshops teaching low-cost and no-cost strategies for lowering electric bills. Renters and homeowners can apply the strategies we teach.
- Build it Green Leadership and Workforce
 Development Program prepares at-risk young adults for opportunities in green building and home improvement.
- Starting a limited equity coop for housing and transportation of Build it GreenMembers.
- The Green and Healthy Homes Initiative has helped our network of nonprofits build a pilot and a proposal to fund home improvements from healthcare savings.
- Working with healthcare institutions to invest in housing in adjacent neighborhoods as well as food access and healthcare.



EMPOWER CHATTANOOGA Community Events

- "Change moves at the speed of trust."
- -Nathaniel Smith Partnership for Southern Equity

Empower began with a series of focus groups that were asked about challenges specific to their neighborhoods. While energy bills came up, other things like public parks, jobs for youth, education, and food insecurity were also leading topics.

Then, with the help of resident-led community advisory and action groups, Empower helped build social infrastructure by sponsoring, facilitating, and hosting community events that bring diverse residents together for a range of activities.



EMPOWER CHATTANOOGA Basic Energy Workshops

Since 2014 green | spaces has been providing Basic Energy Workshops in low-income neighborhoods. Attendees receive a free energy savings kit provided by TVA.

Over 3000 residents have attended. The workshops have been provided virtually during COVID but will resume in person soon.

EPB helps us track the effectiveness of our program and found an average savings of 5% with single home savings as much as 40% which is hundreds of dollars a month.





EMPOWER CHATTANOOGA Build it Green Workforce Development

Currently interviewing for seventh class of our six-month workforce development program. Part of AmeriCorps Opportunity Youth Service Initiative, with partner Build Me a World, BIG focuses on personal development, community development, and sustainable construction. Graduates receive OSHA 10 Certification and hands on weatherization of fifteen homes, lowering the homes electric bill by 20-30%.

62% graduation and 100% job placement rate.

Featured nationally in USGBC+ and Green Builder





EMPOWER CHATTANOOGA

Green and Healthy Homes AsthmaProgram

In 2018 green | spaces commissioned a feasibility study from the Green and Healthy Homes Initiative that found the potential for an in-home comprehensive asthma program to treat 550 patients that are hospitalized or visit the ER because of the condition of their homes.

In 2019 we brought together Lifespring, EPB, TVA, and Erlanger Children's Hospital to identify low-income patients with severe asthma, provide education and supplies with Lifespring's Community HealthWorkers, and provide much-needed home improvements to improve air quality and energy efficiency. Qualitative reports found substantial improvements in the 30 patients that were served.

We are working to expand the pilot to serve 140 children with severe asthma and expect to save TennCare \$227,000 above the cost of direct services over five years while using Lifespring and Build it Green for the work.



Adapted from, "Pay for Success: Basics." Nonprofit Finance Fund.

Available at: www.payforsuccess.org/learn/basics/#what-is-pay-for-success.



INTEGRATED COMMUNITY SUSTAINABILITY PLAN

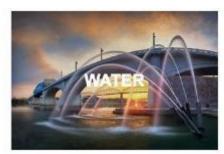
Community-wide carbon neutrality by 2050

- Establish baseline and governance
- Improve efficiency and renewables
- Decarbonize transportation

Achieve a sustainable, just, and socially equitable cityin which residents have a meaningful voice.

- Address social determinants of health
- Create a housing directory/report
- Establish Community Development Corporations
- Reduce blight with land bankauthority









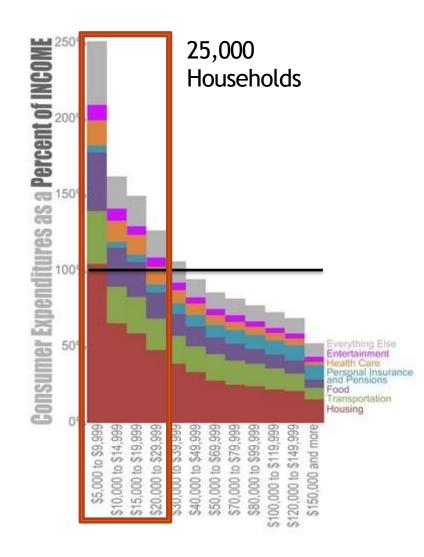






What we'd like:

- Robust public investment in building new, highperformance, healthy, affordable housing with tapered support to workforce housing.
- Minimum standards for energy efficiency and air quality in rental properties.
- Rental registry with listed utilitybills.
- Community-owned assets to provide long-term affordability and reduce displacement. (Community Land Trusts, Limited Equity Cooperatives)
- Civilian Climate Corps to assist with needed efficiency and health improvements to both owneroccupied housing and rental housing and construction workforce development.



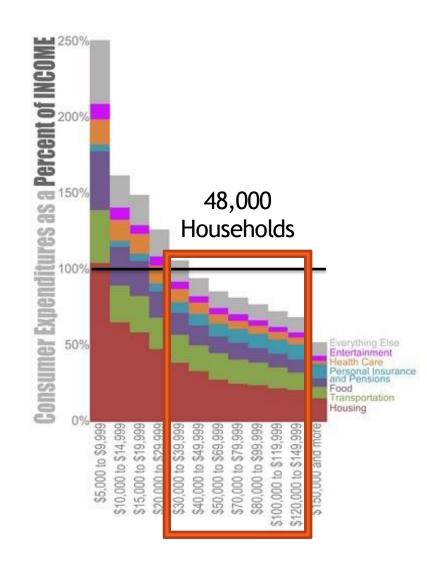
What we have in Chattanooga:

Open Market Renter

•EPB Free EnergyAudit

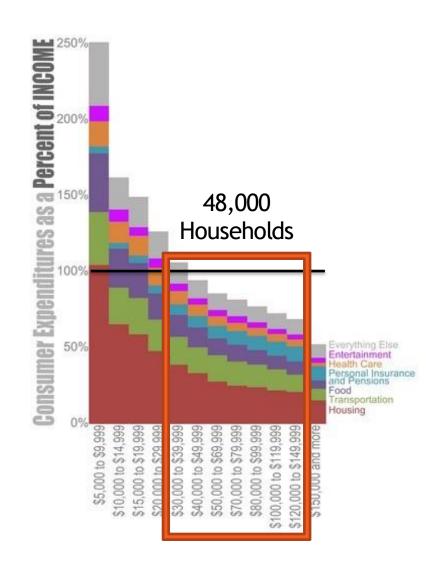
Homeowner

- EPB Free Energy Audit
- 2018 IRC but referencing 2009 IECC Tables for new homes (<7 ACH, R-13 Wall insulation, R-38 Roof, no mechanical fresh air)



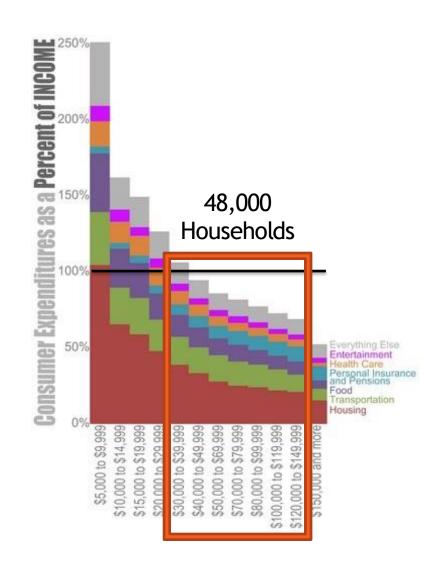
What we're working on:

- Connecting EPB utility data to MLS listings for oneclick importing so utility data is listed on the bill.
- Built and sold demonstration development of net zero ready homes to educatemarket
- Educating lenders on 30% lower default rates for energy efficient homes according to IMT/UNC study
- Educating realtors about total affordability and including energy in initial conversations on how much house a person can afford
- Educating appraisers about the Appraisal Institute's Green Addendum
- Setting up C-PACER for multi-family housing. Just passed at the state level. Hurray!



What we'd like:

- On-meter tariff financing for energy efficiency. (Pay as You Save) Less appropriate for lower income.
- Update energy codes
- Strong energy efficiency and demandresponse incentives
- Robust zoning and financial incentives for certified development. (LEED, Energy Star, Earthcraft, Passive House, etc.)



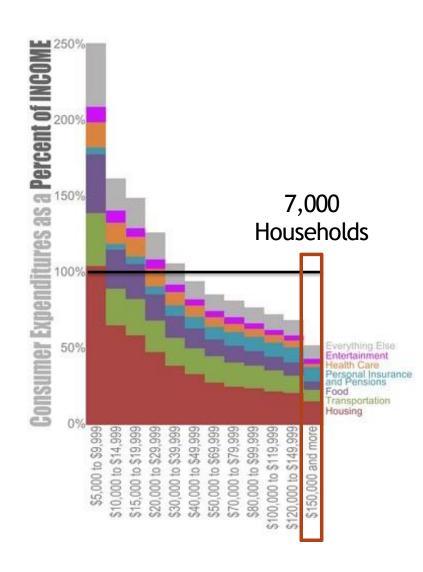
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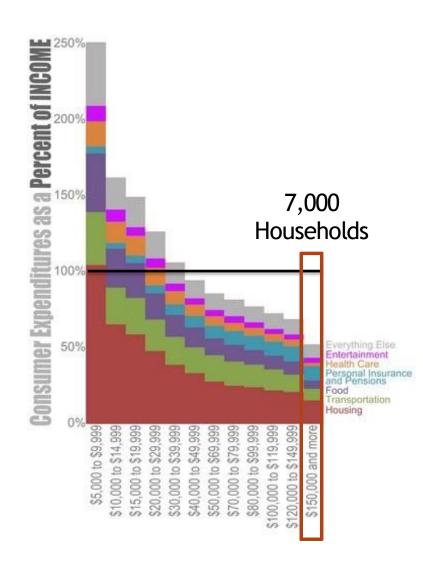
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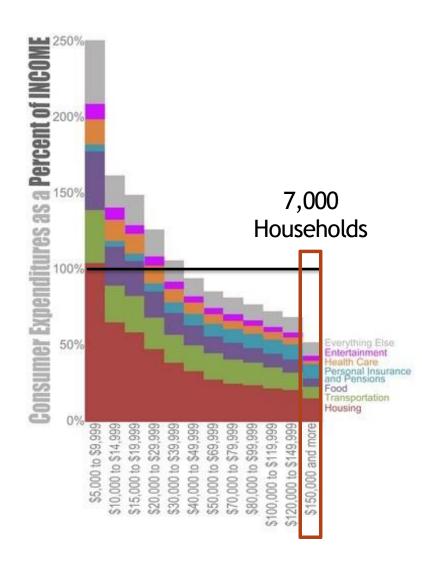
What we're working on:

- Design awards
- Net zero developments through communitysolar



What we'd like:

Comparative data on bills



We help people take practical, effective, and affordable steps to improve their environmental, economic, and social outcomes

At work...



green|leader Professional Certificate



Good Use Nonprofit Energy Upgrades

building...



Zero Energy Homes



Build it Green Leadership & Workforce Development

home...





Empower Outreach and Workshops



Integrated Community Sustainability Plan



Sponsoring EPB/TVA Home Energy Upgrade



Green Prix



Green and Healthy Homes Asthma Program



Raymond Nevo
National Housing Trust





May 2021



energyefficiencyforall.org



Who We Are



- **4** National Partners
- **12** State Coalitions
 - Mission-driven coalitions of varying size and composition
 - Including 50 coalition partners funded through the Energy **Foundation**
- ~300 NEWHAB Members and Allies















\$1 Billion

IN CONFIRMED & ESTIMATED

NEW FUNDING FOR

EFFICIENCY UPGRADES

SECURED BY EEFA PARTNERS



213,487

AFFORDABLE APARTMENTS
HAVE RECEIVED
ENERGY EFFICIENCY
UPGRADES SO FAR



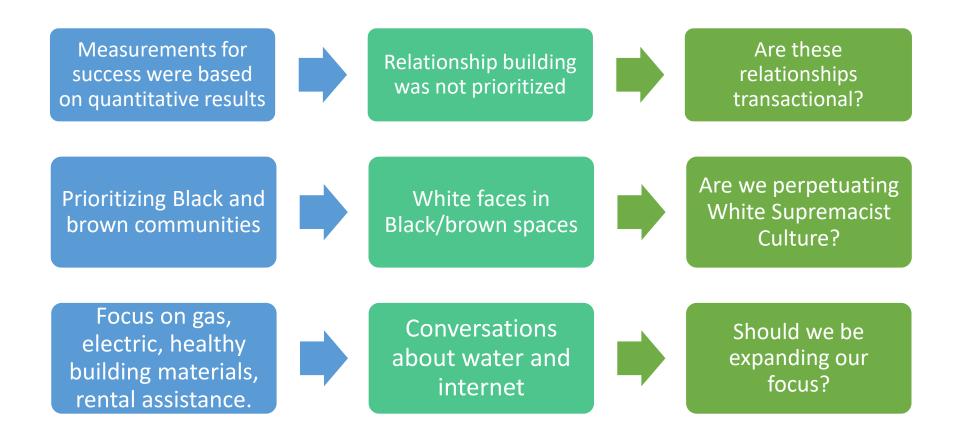
426,974*

LOW-INCOME RENTERS
HAVE BENEFITED
FROM ENERGY EFFICIENCY
UPGRADES SO FAR

*assumes 2 persons per apartment



Rethinking Our Work





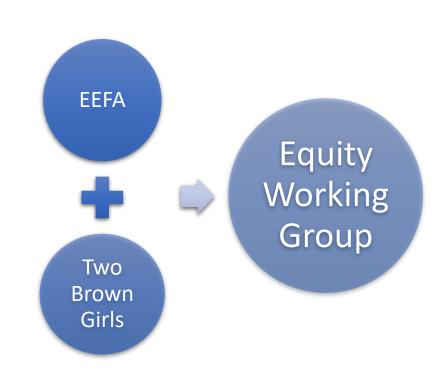
Forming the Equity Working Group

The objectives

- Develop shared language and understanding of what equity is.
- Evaluate how equitable the project was in theory and practice.
- Create a Framework for incorporating racial equity into all aspects of the project's next cycle.

The goal:

 Become a model for other groups or organizations who want to be progress in their racial equity work.

















Racial Equity Is A Journey







- Work through a racial equity lens
- Value expertise and experience
- Measurements for success cannot only be quantitative
- Be intentional, be uncomfortable, acknowledge mistakes



For more information:



Raymond Nevo
State and Equity Policy Manager
National Housing Trust
rnevo@nhtinc.org

Upcoming Events

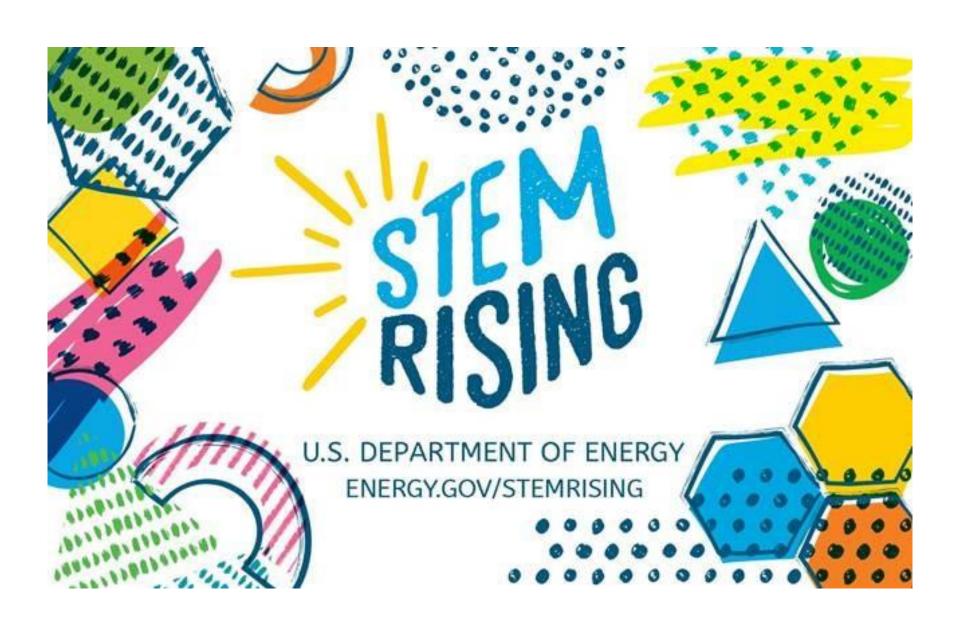
DOE Better Buildings Summit

May 17-20

betterbuildingssolutioncenter.energy.gov/summit



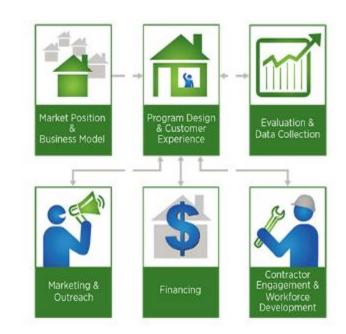




Explore the Residential Program Solution Center

Resources to help improve your program and reach energy efficiency targets:

- Handbooks explain why and how to implement specific stages of a program.
- Quick Answers provide answers and resources for common questions.
- Proven Practices posts include lessons learned, examples, and helpful tips from successful programs.
- Technology Solutions NEW! present resources on advanced technologies, HVAC & Heat Pump Water Heaters, including installation guidance, marketing strategies, & potential savings.



https://rpsc.energy.gov





Thank You!

Follow us to plug into the latest Better Buildings news and updates!



Better Buildings Twitter with #BBResNet



Better Buildings LinkedIn



Office of Energy Efficiency and Renewable Energy Facebook

Please send any follow-up questions or future call topic ideas to:

bbresidentialnetwork@ee.doe.gov



